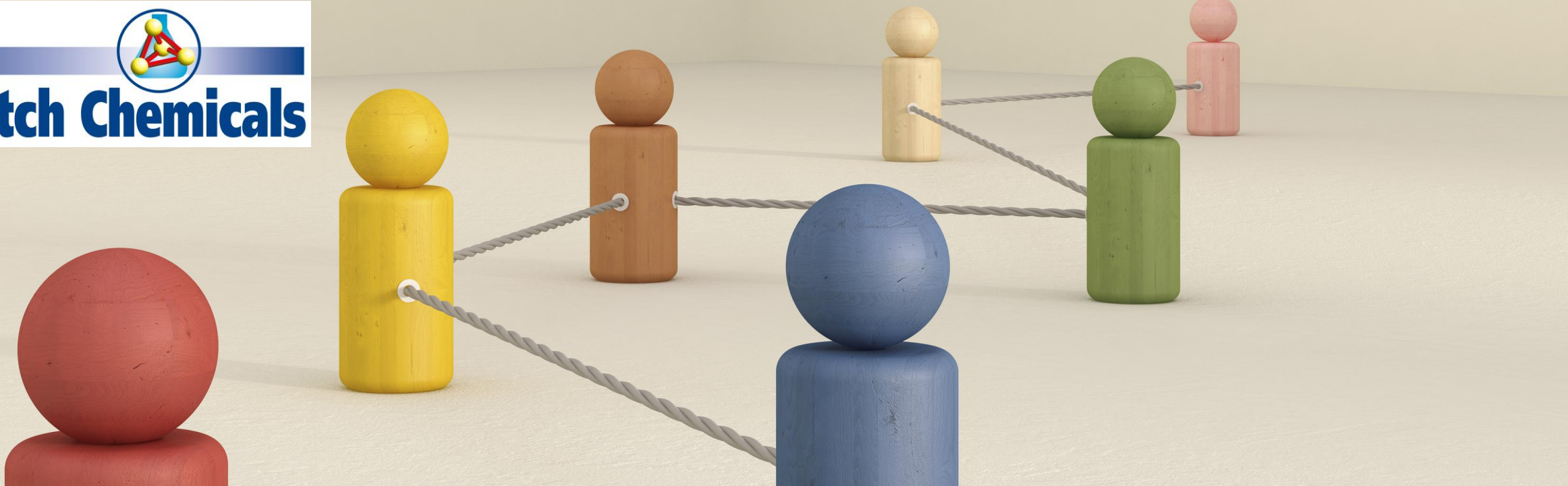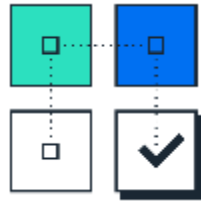# SAP Business Network – ARIBA – Supplier Portal

Presentation for ITALMATCH and its valued Suppliers

Public

No business does business alone

Your business exchanges a large quantity of documents and data both internally and externally...

Documents
- Purchase orders
- Ship notices
- Invoices
- Work orders
- Quality notifications

Transactions
- Payments
- Dock appointments
- Freight quotes
- Replenishment orders
- Invoices

Data
- Demand plans and forecasts
- Carbon emissions
- Inventory levels
- Quality inspection results
- Shipment locations
- External manufacturing visibility

...and many more!

"Over the last decade, the number of external suppliers we must manage has tripled. Our traditional approaches to collaboration simply cannot keep up."

–Supply Chain Planning Manager, High-tech Company

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And yet…

Only 50%
of executives can quickly find alternative sources of supply.[1]

68%
of companies still **use email to transmit documents and information** relevant to procurement commerce and supply chain with their supply base.[2]

63%
Of companies say that incomplete information is their biggest problem.[2]

"We have largely digitized our internal processes, but then rely on 'stone tablets' to collaborate with our suppliers."
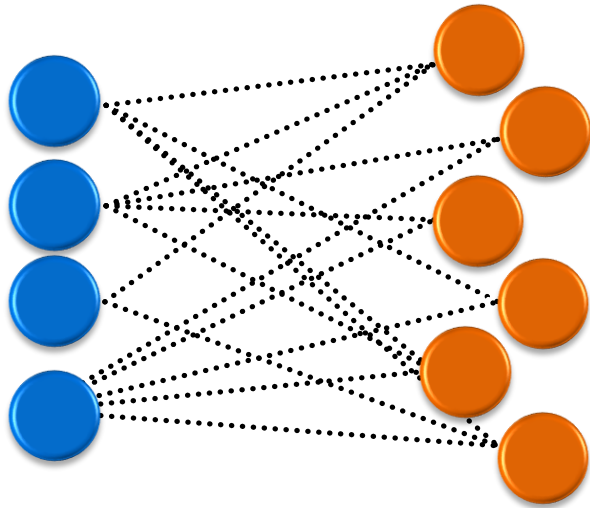
– Procurement Manager, Textiles Manufacturer (2)

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Poor use of technology is the primary cause of the problem

Resulting in ineffective methods of collaboration

Buyer   Trading Partners

EDI, e-mail, phone, fax, single purpose portals, paper

Critical questions go unanswered:

- ❑ Was my PO received?
- ❑ Can my supplier meet my demand?
- ❑ Did they understand the urgency of the change order?
- ❑ When will my goods arrive?
- ❑ Did they complete the quality inspection?
- ❑ Has the CMO received the components?
- ❑ Is an engineer coming to make the repairs?

This creates a lot of challenges!

- ▪ Limited visibility
- ▪ Limited number of trading partners
- ▪ Lack of an audit trail
- ▪ Different process per trading partner
- ▪ Limited process coverage
- ▪ No aggregated data content
- ▪ Expensive to maintain
- ▪ Low adoption rate

There is a better way…
SAP Business Network contributes to your competitive advantage

Connecting people, processes, and systems across multiple enterprises, digitizing transactions, and creating transparent, resilient, and sustainable supply chains

Strengthen trading partner relationships with increased **transparency** and insights

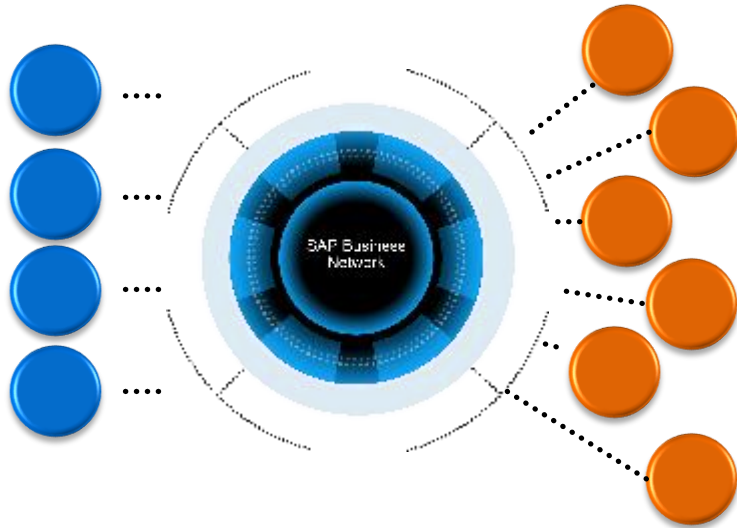Anticipate and act to mitigate disruption and risk for supply chain **resiliency**

Drive **sustainability** to meet organizational goals and regulatory requirements

SAP Business Network
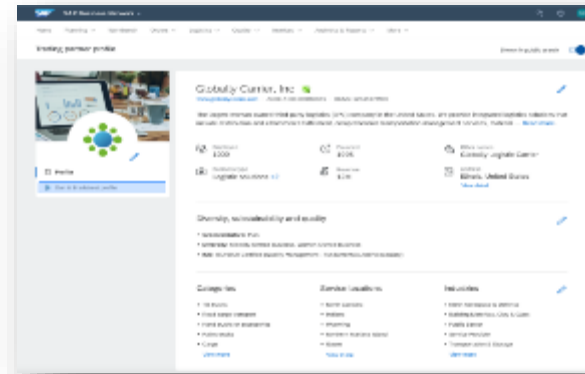## Making business collaboration simple
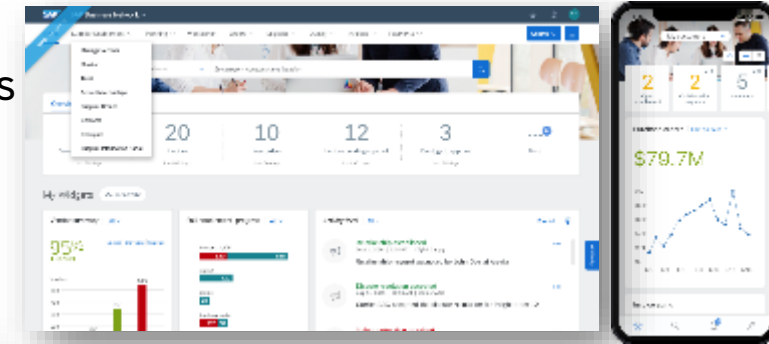
Buyer   **Trading Partners**

Connect once : connect with many

- Single portal and mobile access
- Business process automation
- System-to-system integration

- Global Trading Partner directory
- Comprehensive profiles
- Extensible with third-party data

- Real time visibility
- AI-powered
- Wide process coverage
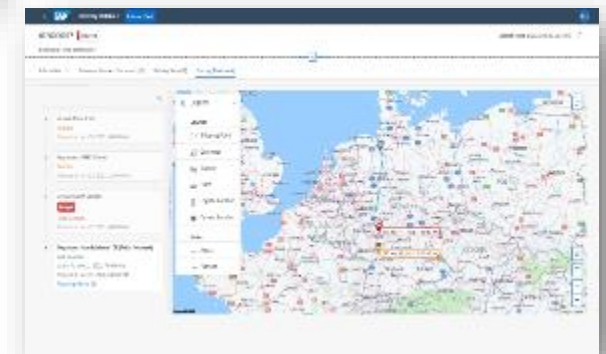
Extend SAP S/4HANA Cloud with SAP Business Network Supplier Portal

- Provide access to a **self-service portal for all your suppliers** with invoice collaboration and visibility

- Improve supplier responsiveness with **immediate access to documents**

- Enable the ability to **'flip' orders into confirmations and invoices**

- **Communicate with suppliers** via the portal, in the context of specific documents or to expedite any fulfilment or payment-related issues

- Invite suppliers to **join and transact unlimited documents for free** or choose to upgrade for additional capabilities.

ITALMATCH integrates SAP S/4HANA with ARIBA for

seamless supplier collaboration

Automate your procurement collaboration workflows

- Automate routine paper-based transactions to realize operational efficiencies, decrease operating costs, and free up FTE capacity

- Gain faster time to value with standardized workflows and document types, while reducing supplier onboarding cycle time
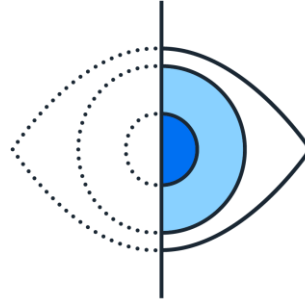
Achieve greater procurement collaboration and visibility

- Access a community of global suppliers and buyers to connect, collaborate, and transact on the network

- Optimize supplier invoice collaboration and visibility to reduce supplier inquiries and leverage early-payment discounts for better working capital management
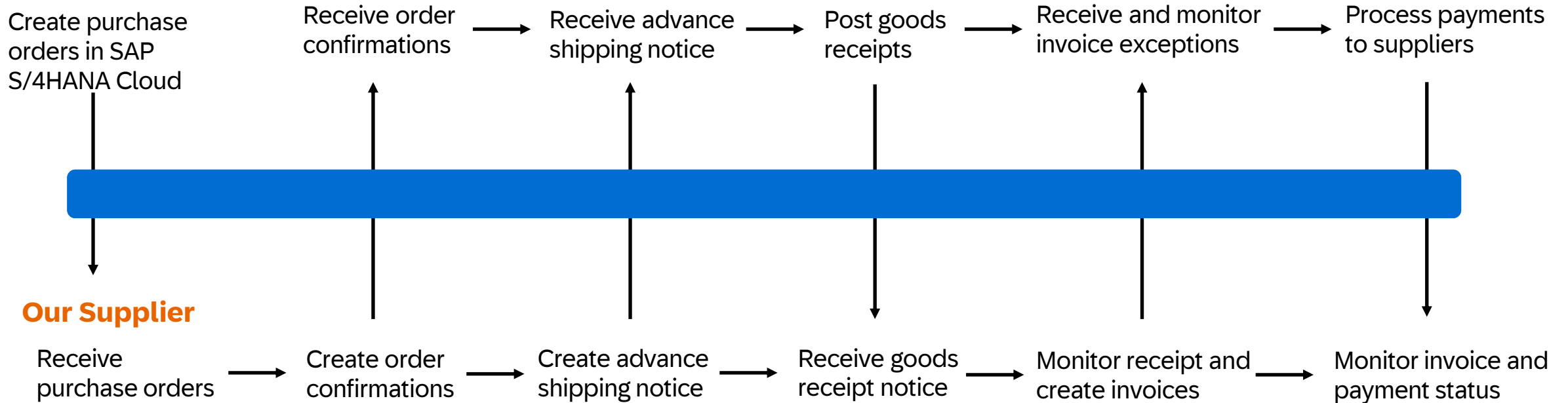
Simplify spend compliance

- Leverage network validation and configurable business rules to eliminate errors and ensure spend compliance

- Enable terms negotiated in the sourcing process to be executed in ERP-generated POs and catalogs, ensuring compliance with negotiated rates and contracts

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Automate your procurement collaboration workflows

ITALMATCH

Create purchase orders in SAP S/4HANA Cloud

Receive order confirmations → Receive advance shipping notice → Post goods receipts → Receive and monitor invoice exceptions → Process payments to suppliers

Our Supplier

Receive purchase orders → Create order confirmations → Create advance shipping notice → Receive goods receipt notice → Monitor receipt and create invoices → Monitor invoice and payment status

The network allows for near real-time information sharing and document collaboration

SAP Ariba

Faster time to value with

SAP Business Network Supplier Portal

Suppliers can join and transact an unlimited number of documents for free, or choose to upgrade their account for additional capabilities.

Standard Account
free basic account

Step 1

Supplier receives invite or PO from buyers

Step 2

Supplier registers on Network

Step 3

Supplier performs tasks **free of charge** (Manage Catalogs, PO, Confirmation, ASN, Invoice, SES, Forecast/Inventory/Quality Collaboration)

Enterprise Account
subscription account

Step 4 (optional)

Supplier upgrades to Enterprise account

- Integration capabilities
- Premium Support from SAP

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10

The value of SAP Business Network Supplier Portal – ARIBA for your business

50%

faster transaction cycles by up to 50%

60%

Reduction of operating costs by 60% and 3-4% efficiency increases

3x

Less system maintenance costs with a single platform to manage and monitor document exchange with suppliers

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Supplier Onboarding

Thank you for showing your interest in working together with ITALMATCH.
We have sent you an email inviting you to become an ITALMATCH supplier via ARIBA network: the email contains all the details you need for the onboarding process.

01 Sign up or Log in

- You have received an email from Italmatch inviting you to join the SAP® Ariba® Supplier Network (ASN) – **Free**

- Create a new SAP® Ariba® Network ID (ANID) or log in using an existing one

02 Register

- Using your ANID, fill out the Italmatch registration form

- The form will be verified by Italmatch and approved

03 Get Qualified

- Following the internal evaluation, you will receive another email from the Italmatch Supplier.onboarding team in which you will be provided with instructions to access the additional qualification questionnaires

- The questionnaires will be reviewed by the Italmatch teams to verify your qualification requirements for the relevant category and geographical area
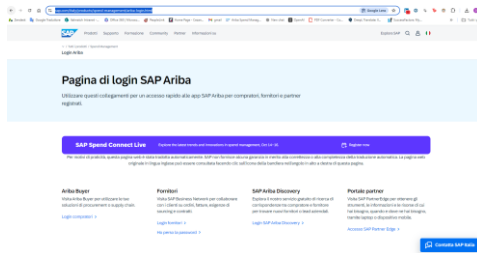
04 Start doing business

- Once you have become a qualified supplier, Italmatch will be able to send you the first purchase order related to the category for which you have been approved

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For further information on

SAP Ariba
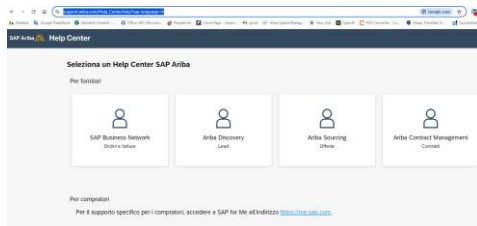
https://support.ariba.com/Help_Center/help?sap-language=en

https://www.sap.com/products/spend-management/ariba-login.html

Still need help with onboarding? Contact us by email at the following address:
supplier.onboarding@italmatch.com
Once the onboarding is complete, you can submit questions and requests by clicking on
"How to Get Support" on the ARIBA Supplier Portal landing page.

Thank you.